

# DELIVERING GROWTH

Developer and licensor of award-winning real-money and social games. Trusted by millions of players and the world's biggest brands.

## H1 2023 RESULTS

SEPTEMBER 2023

# AGENDA

- 1. Our Business**
- 2. Our Strategy**
- 3. Our Performance**
- 4. Investment Case**

# OUR BUSINESS

# OUR EXECUTIVE TEAM



**Michael Buckley**  
Executive Chairman



Co-Founder



Chairman



Founder Director



Chairman



**Mark Segal**  
CEO



Co-Founder



Finance Director



Finance Director



**Geoff Green**  
CFO



Finance Director



Senior Audit Manager

# OUR MANAGEMENT TEAM



Peter Russell  
Chief Technology Officer



Suki Sandhu  
Chief Product Officer  
*Starts October 1st*



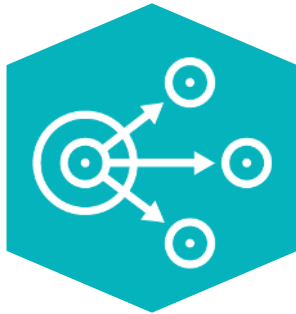
Craig Falciglia  
Business Development  
North America



Gareth Scott  
Chief Commercial Officer  
Rest of the World

# A CUT-THROUGH PRODUCT SUITE

A Leading Player in Real Money and Social Gaming



**DEVELOPER  
&  
LICENSOR**

**SLINGO™  
&  
SCRATCH**

**REAL MONEY  
&  
SOCIAL**

**GAME  
DISTRIBUTION  
PLATFORM  
(RGS)**

# DIVERSIFIED ACROSS THE VALUE CHAIN

Participating in Multiple Segments of the Ecosystem

## CONTENT LICENSING (CORE BUSINESS)

B2B

Slingo™  
Unique Game Format

Share in  
Operator Success

Diverse Revenue Streams.  
Multiple Markets on  
Proprietary Technology



## BRAND LICENSING

B2B

Lottery  
Scratch Cards

Social  
Slots

Online  
Scratch Cards



## SOCIAL GAMING

B2C

Slingo™  
Arcade

Slingo™  
Casino

Freemium Revenue:  
Purchases + Ads

# A PREMIUM GLOBAL CLIENT BASE

Long Term Relationships with 150+ Leading Brands of the World





# OUR STRATEGY

# OUR GROWTH STRATEGY

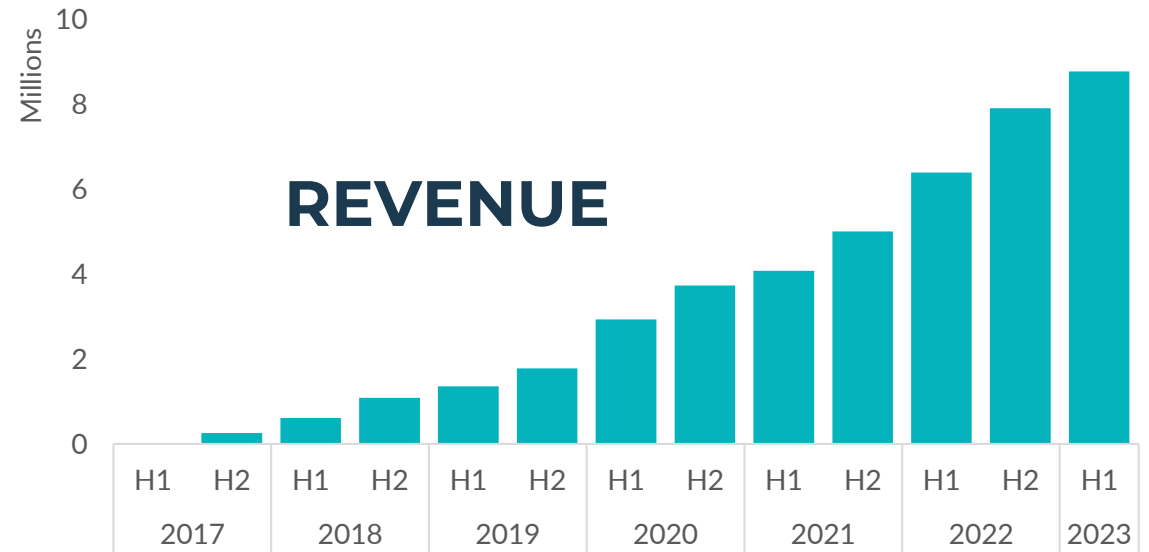
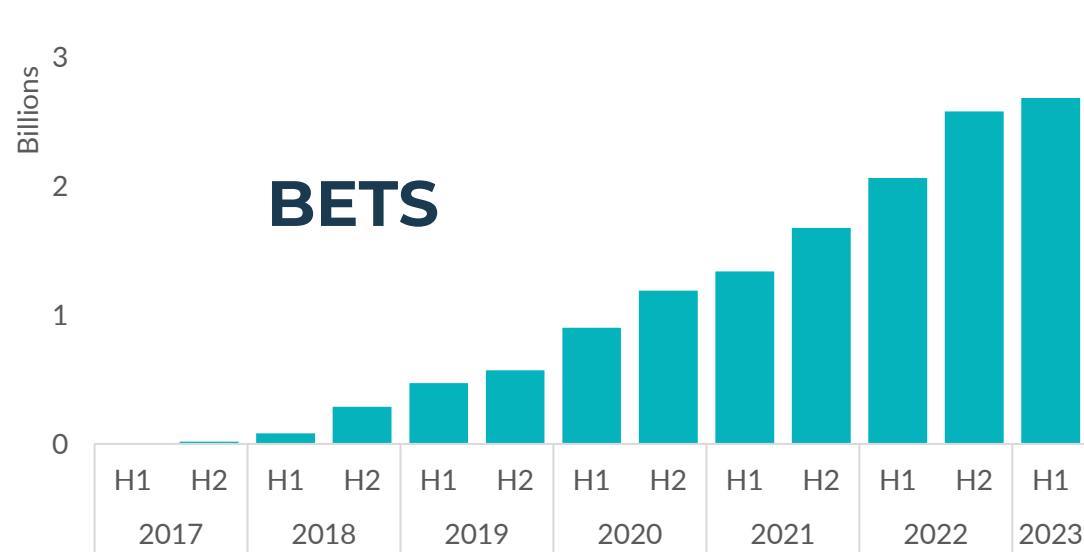
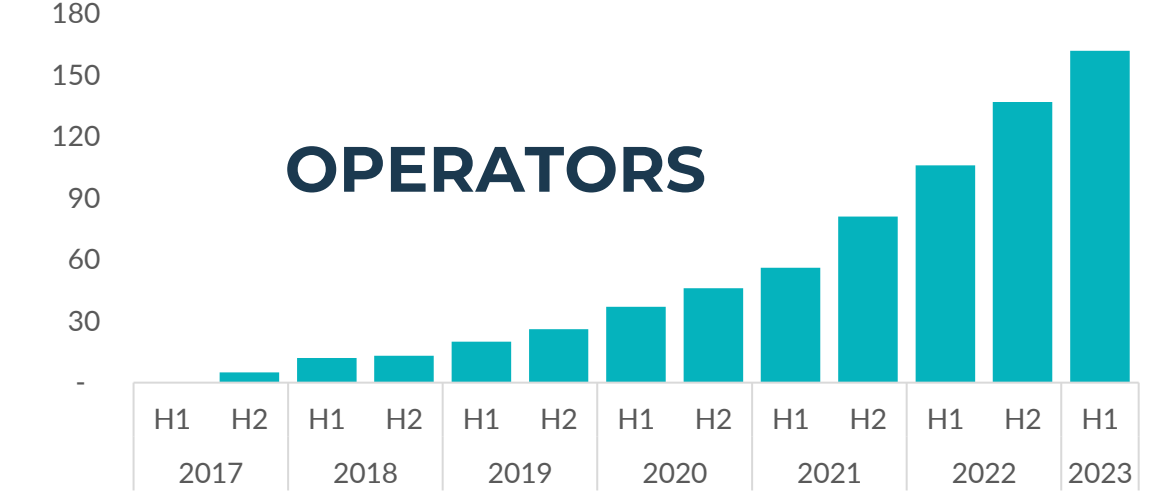
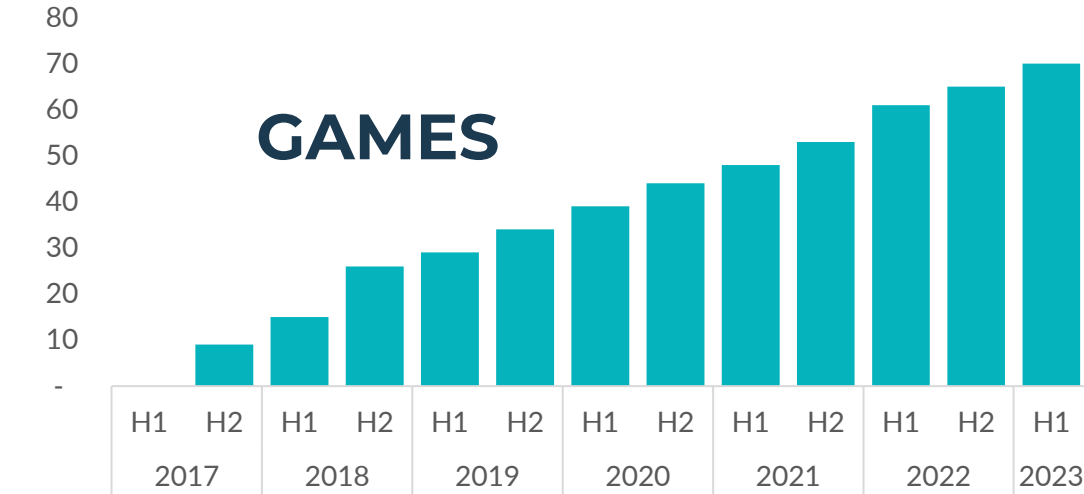
## Strategic Objectives

- 1. International expansion**
- 2. Deliver strong growth in core markets**
- 3. Develop strategic partnerships**
- 4. Invest in innovative games and product**

# OUR PERFORMANCE

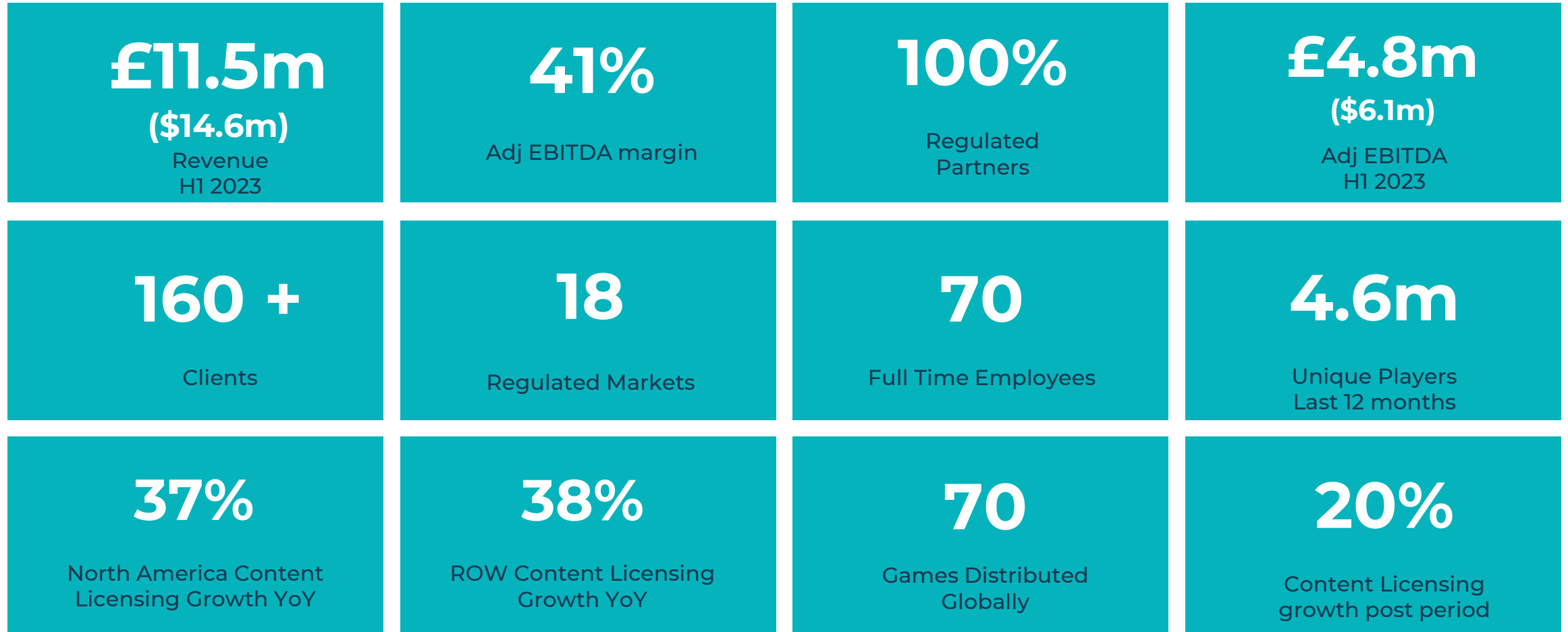
# HIGH GROWTH & PROFITABLE BUSINESS

Significant Operational and Financial Momentum



# PERFORMANCE AND SCALE

## KPIs at a Glance



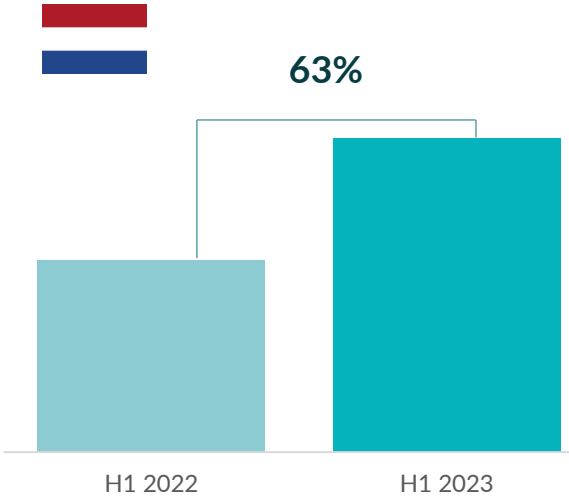
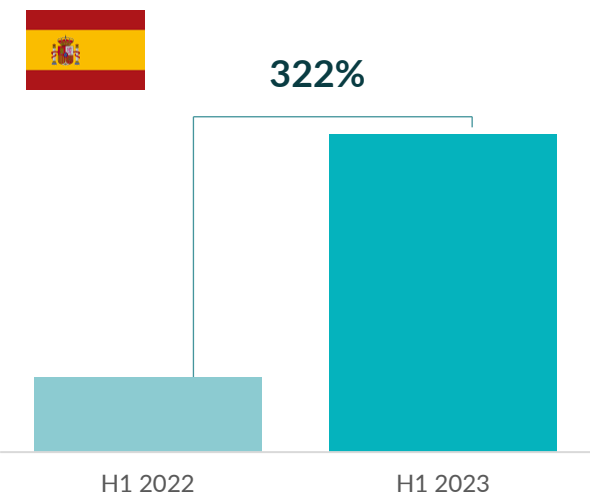
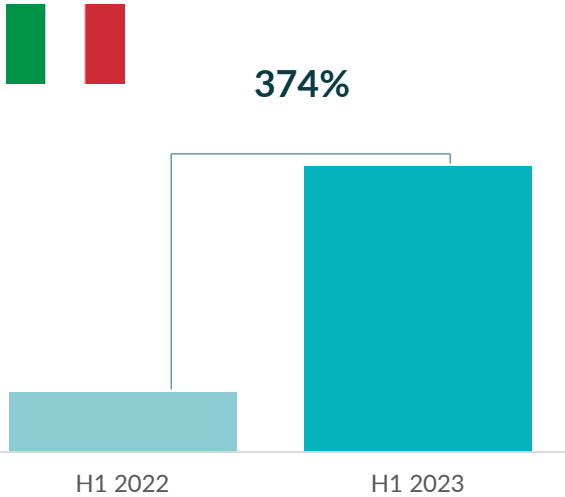
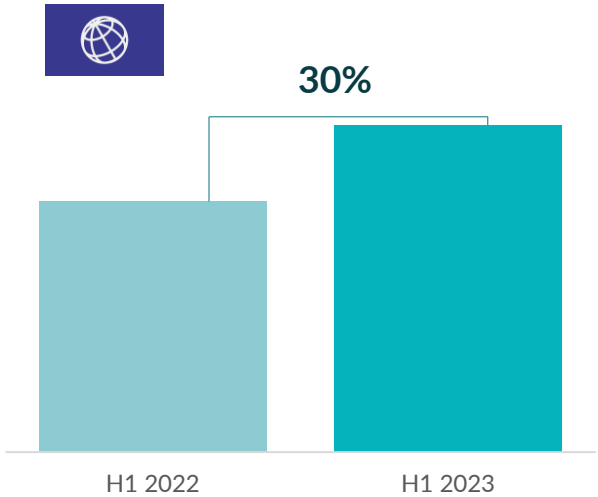
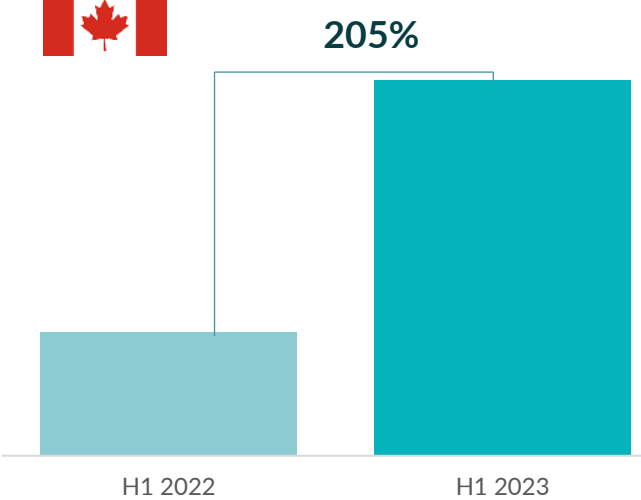
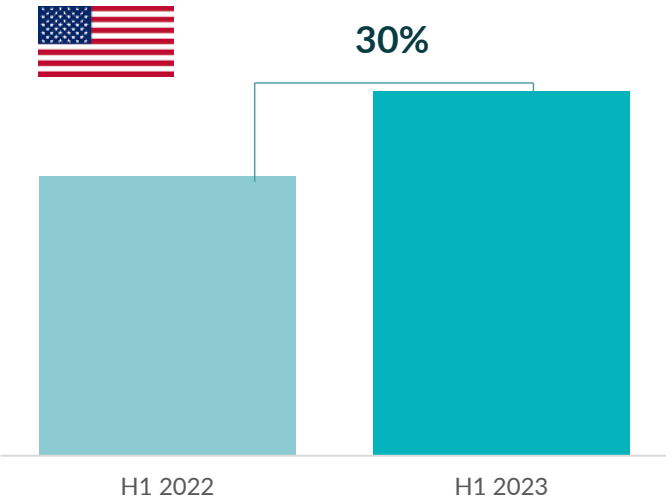
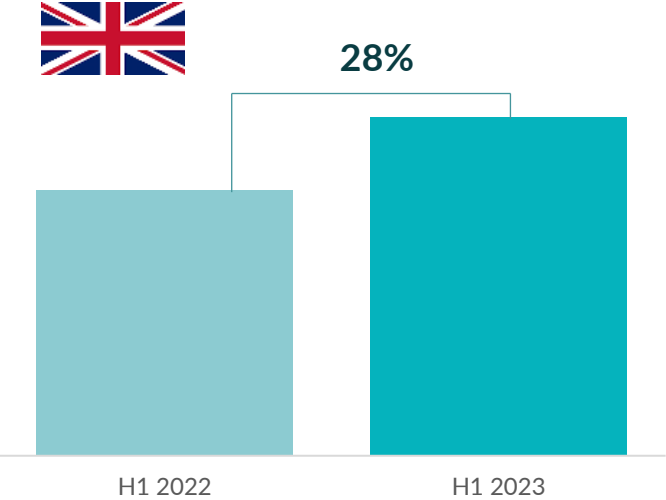
# DIVERSE DISTRIBUTION

Constant Expansion and Highly Adaptable to Regulatory Changes



# GAINING GLOBAL SCALE

## Rapid Expansion Across All Major Markets



# FINANCIAL RESULTS

H1 2023

Income Statement			
Group	H1 2023 £m	H1 2022 £m	Change %
Revenue	11.5	8.5	36%
Marketing	(0.4)	(0.1)	721%
Variable costs	(2.3)	(1.8)	28%
Administrative expenses	(4.1)	(3.2)	30%
Adjusted EBITDA	4.8	3.5	37%
EBITDA	4.5	3.3	36%
Profit before tax	2.4	1.4	74%

## HIGH MARGIN GROWTH

- ✓ High revenue growth – 20% half year CGR since 2019
- ✓ Content licensing growth +37%
- ✓ Low variable costs – 20% of revenue
- ✓ Fixed cost increase with new market launches
- ✓ Traded with positive cashflow
- ✓ PBT growth of 74% with operational leverage



# BALANCE SHEET

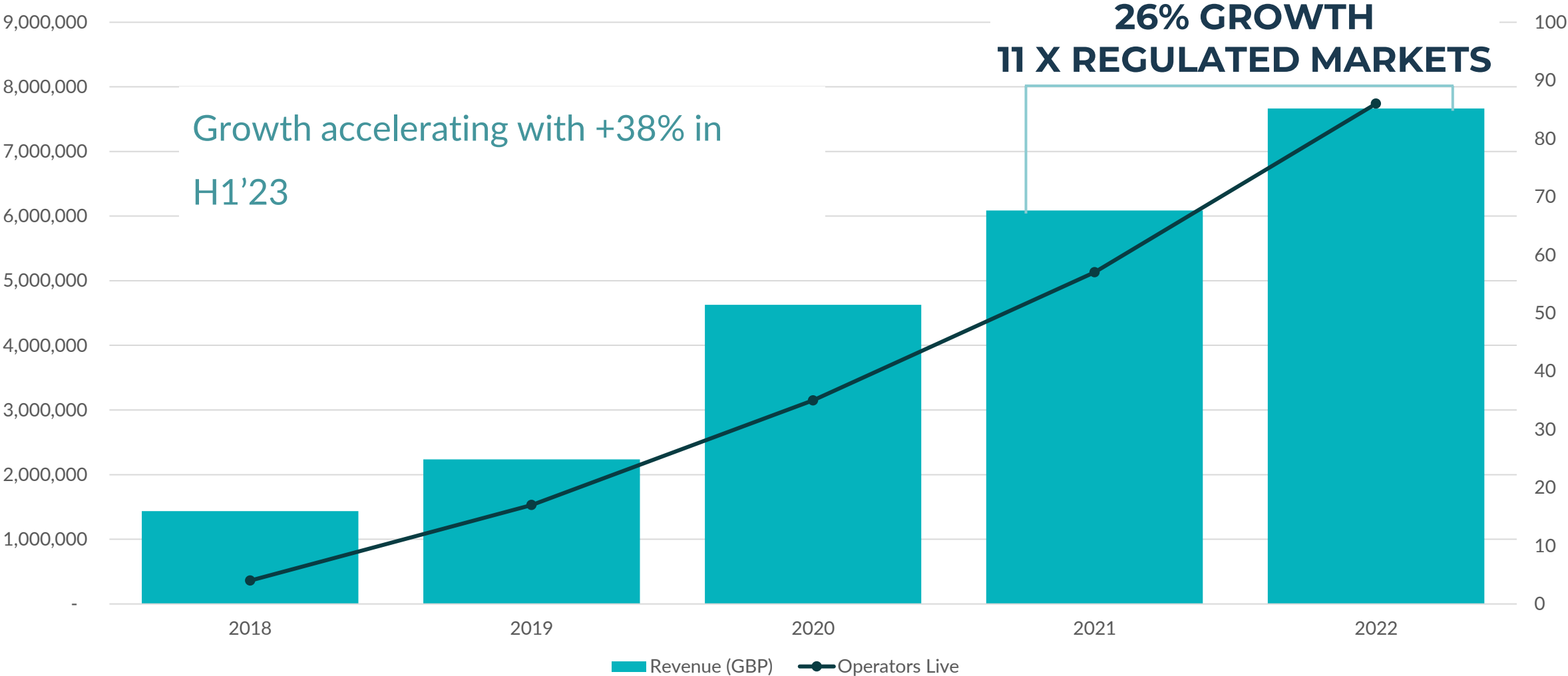
H1 2023

<b>Balance Sheet</b>		
<b>Group</b>	<b>30 June 2023 £m</b>	<b>31 December 2022 £m</b>
Non-Current Asset	14.1	13.4
Current assets (excl cash and cash equivalents)	5.2	5.3
Cash and cash equivalents	4.5	2.9
Current liabilities	(2.9)	(3.5)
Net Current Assets	6.8	4.7
Non-Current Liabilities	(0.4)	(0.2)
Net Assets	20.5	17.9

# INVESTMENT CASE

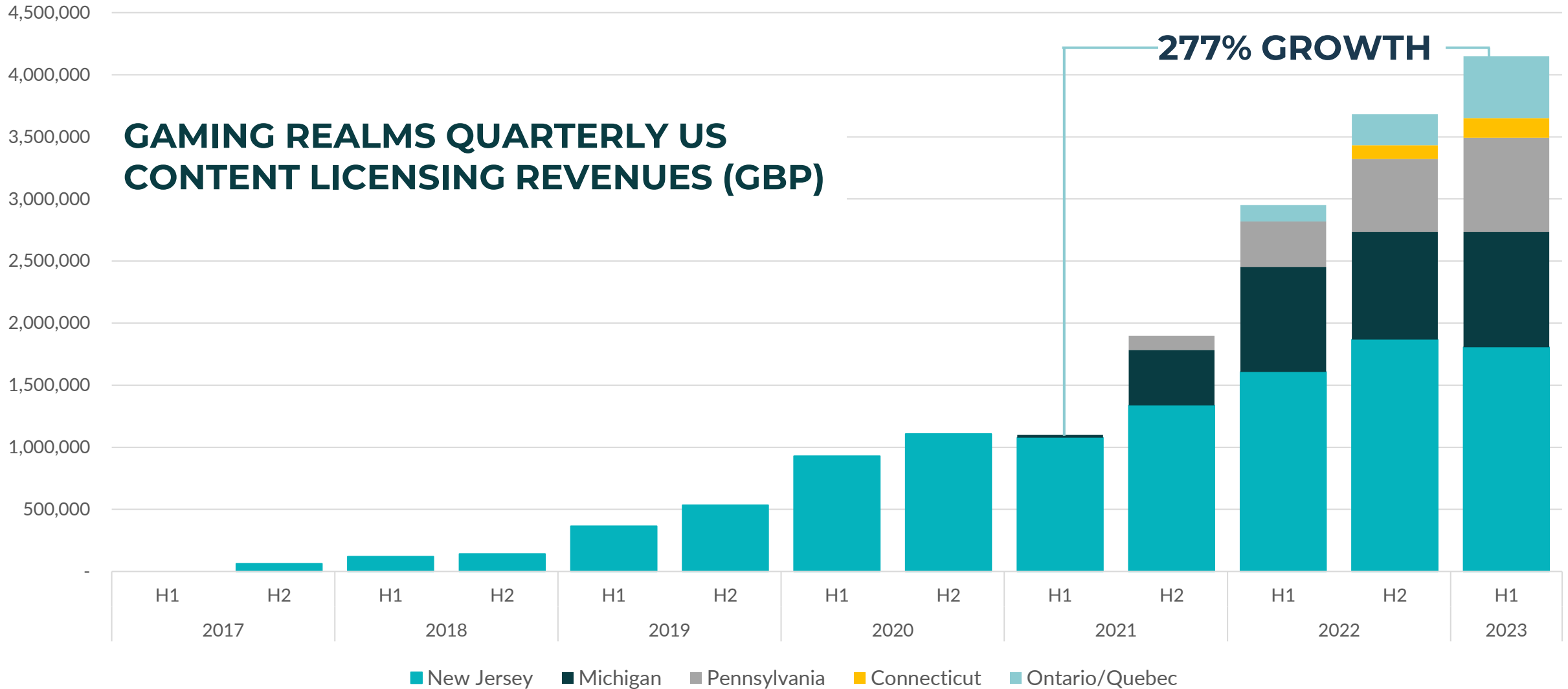
# INVESTMENT CASE

## Strong Underlying Foundations (excl. US)



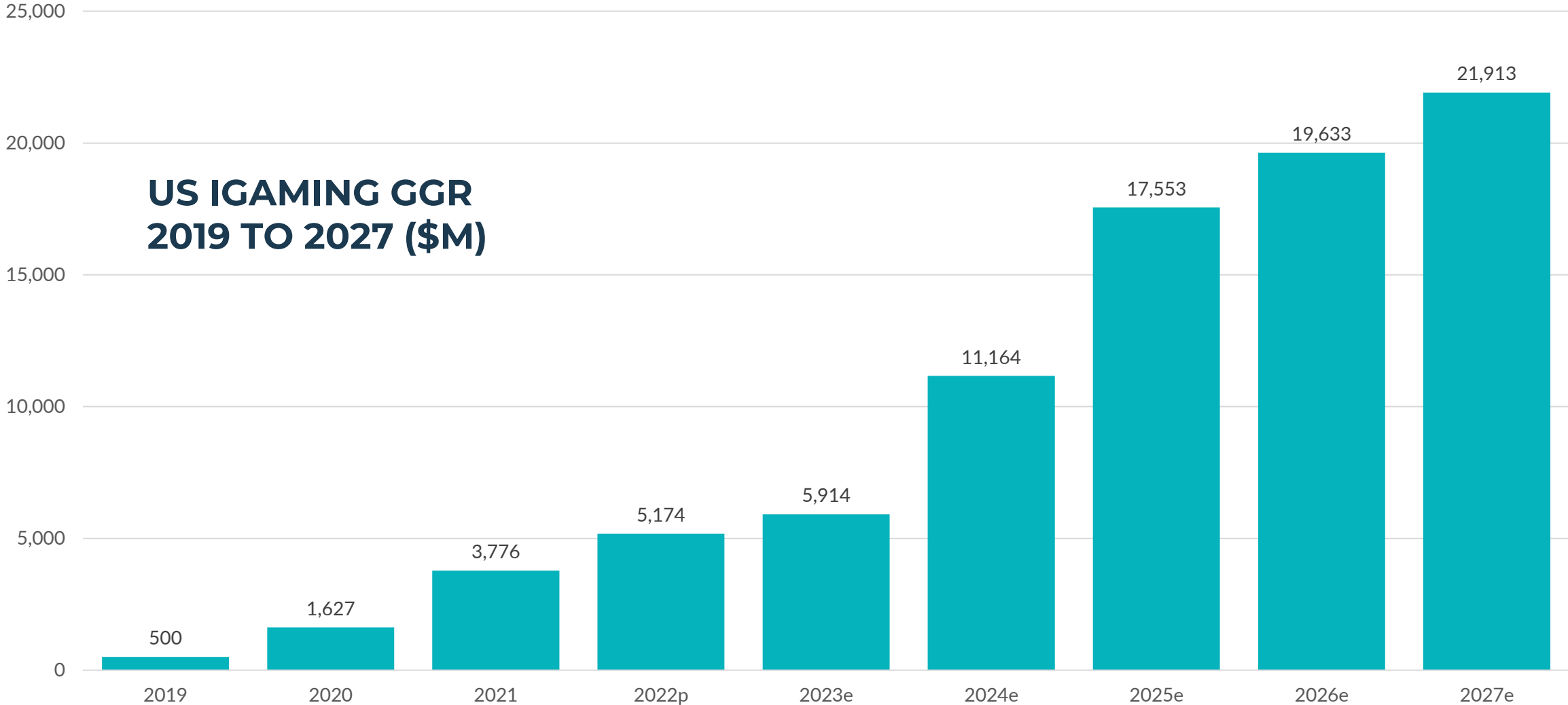
# INVESTMENT CASE

## Existing US Content Licensing Momentum Scaling at Pace



# INVESTMENT CASE

US Market Set to Grow by 3.7x (H2GC)



**GAMING  
REALMS**

**DELIVERING GROWTH**

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